

Comparisons of Job Characteristics

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Purchasing Managers (11-3061)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 81

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Purchasing Managers (11-3061)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Administration and Management	8.4	16.4	14.3	<	Expanded education and/or training may be required
Production and Processing	6.0	15.1	13.5	<	Expanded education and/or training may be required
Mathematics	9.2	13.6	11.7	<	Expanded education and/or training may be required
Personnel and Human Resources	5.6	12.0	7.6	<<	Extensive education and/or training may be required
Law and Government	5.9	11.6	3.9	<<	Extensive education and/or training may be required
Transportation	4.6	11.5	6.6	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	11.3	12.2	0	Current knowledge level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 92

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Purchasing Managers (11-3061)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Coordination	9.1	14.2	10.6	<<	Extensive development of skills in this area may be required
Negotiation	6.8	13.6	12.5	0	Current skill level may be sufficient
Persuasion	7.4	13.6	12.8	0	Current skill level may be sufficient
Management of Personnel Resources	6.9	13.3	8.5	<<	Extensive development of skills in this area may be required

Social Perceptiveness	9.1	13.0	10.3	<	A higher skill level may be required
Time Management	8.9	12.5	8.7	<<	Extensive development of skills in this area may be required
Management of Financial Resources	3.3	12.3	9.3	<<	Extensive development of skills in this area may be required
Management of Material Resources	3.7	10.4	7.9	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 95

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Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Deductive Reasoning	10.6	13.6	11.9	<	Some improvement in abilities may be required
Written Expression	9.8	13.5	9.8	<<	Extensive improvement in abilities may be required
Speech Recognition	9.9	12.9	11.6	<	Some improvement in abilities may be required
Fluency of Ideas	7.6	12.5	9.1	<<	Extensive improvement in abilities may be required
Category Flexibility	9.0	11.2	10.6	0	Current ability level may be sufficient
Originality	7.6	11.1	9.1	<	Some improvement in abilities may be required
Mathematical Reasoning	6.3	10.1	11.1	0	Current ability level may be sufficient
Number Facility	6.3	10.1	9.6	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 96

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Purchasing Managers (11-3061)

Work Activities	Exclusivity of Activity
Communicate technical information	4
Conduct or attend staff meetings	47
Develop purchasing policies or procedures	95
Direct and coordinate activities of workers or staff	3
Fill out purchase requisitions	81
Inspect merchandise to determine value	87
Locate sources of supply for purchasing	89

Maintain records, reports, or files	5
Manage inventories or supplies	72
Monitor consumer or marketing trends	74
Negotiate business contracts	60
Order or purchase supplies, materials, or equipment	35
Use appraisal techniques in purchasing	92
Use inventory control procedures	70
Use knowledge of sales contracts	80

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 95

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)
Associated Occupation: Purchasing Managers (11-3061)

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.